

FOCUS

Missouri

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June 2, 2006

HEADLINE NEWS



MFA Oil and Mid-Missouri Energy Announce E85 Partnership

MFA Oil and Mid-Missouri Energy (MME) recently paired to offer Missourians a break at the gas pump. MME and MFA Oil have agreed to sell E85 for 20% less than regular unleaded gasoline.

Also, MFA Oil plans to double the number of service stations with E85 pumps. Both believe that with the passage of House Bill 1270 the demands on E85 will increase making an advantageous move for the agricultural business in the state as well as for consumers. [Read more...](#)

US Senator Talent Introduces Federal Ethanol Legislation

Due to concerns about the limited number of E85 pumps across the nation, US Senator Jim Talent introduced legislation that would give a 30% cost refund to gas station owners who replace 1-2 petroleum tanks with E85. This incentive, active until 2010, has been met with overwhelming bi-partisan support. [Read more...](#)



Innovate St. Louis Works to Advance City's Technology Industry



The St. Louis RCGA is stepping up economic development activities by attracting more and more high-tech companies through their Innovate St. Louis program. The goal of the program is to promote technology development activity across the city through their programs and incentives that support innovation. [Read more...](#)

Missouri's Fishing Industry Benefits State's Economy

Scott Pauley, a professional bass fisherman, has served the Missouri Division of Tourism by traveling as an ambassador promoting Missouri's \$2.1 billion fishing industry. Last year alone, Missouri held 1,800 fishing tournaments with more than 78,000 participants. [Read more...](#)



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[Communicating South of the Border](#)

Cross-Cultural Communications: Mexico vs. Latin America



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MERIC Receives Award from U.S. Bureau of Labor Statistics



MERIC was honored at the 22nd Annual National Bureau of Labor Statistics Labor Market Information Conference held last week in St. Louis. Kathleen Utgoff, Commissioner of the U.S. Bureau of Labor Statistics, presented MERIC an Eminent Achievement Award for its work in producing specialized maps detailing the economic impacts of Hurricane Katrina on workers and businesses along the Gulf Coast.

[Read more...](#)

Number of Missouri Businesses Grows in 2005

MERIC recently completed a preliminary count of Missouri businesses for 2005. For the year Missouri reported an average of 160,401 private sector businesses, an increase of 2,008 from 2004.

[Read more...](#)



FOCUS ON COMMUNITY

Missourians Recognized for Outstanding Service in Improving Communities

Twelve Missourians were honored for their volunteerism in the state by the Missouri Community Service Commission (MCSC), a community development program offered through the Missouri Department of Economic Development. [Read more...](#)

FOCUS ON WORKFORCE

Southeast Missouri WIB Partners With Local Faith-Based Organization: Big Successes in Six Counties



The Better Fathers for Life

Training Program, an initiative of Mission Missouri funded by the Workforce Investment Board of Southeast Missouri, has educated 45 men to date. This week-long training program for fathers in six Missouri Bootheel counties is a comprehensive educational initiative to train, counsel and mentor fathers to become more effective parents. The funding for this program

FOCUS ON BUSINESS

Fastest-growing Small Firms are Build-A-Bear, Reliv, MEMC

The *St. Louis Business Journal* has listed the 100 fast-growing small companies in America and Build-A-Bear Workshop Inc. (ranked No. 40), Reliv International, Inc. (ranked No. 48) and MEMC Electronic Materials, Inc. (ranked No. 31) are included on the list. [Read more...](#)

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DED PRESS RELEASES

Dragons Booster Club of Blue Springs Receives Tax Credits

Dragons Booster Club will receive \$56,935 in state tax credits for the organization's Great American Gymnastics Youth Activity project. The club is expected to leverage up to \$113,870 in local contributions to help fund the project, which will implement a new after-school program for at-risk youth in Eastern Jackson County and will focus on grades/homework completion, setting and achieving goals and physical activity. [Read more...](#)

Barton County Learning Center for Exceptional Children Receives Tax Credits

Barton County Learning Center for Exceptional Children will receive \$105,000 in state tax credits for the organization's Community Therapeutic Arts Center project. The organization is expected to leverage up to at least \$210,000 in local contributions to help fund the project. [Read more...](#)

was part of a \$3 million federal grant from the Department of Health and Human Services, Administration for Children and Families. For additional information, contact Mark Bartlett, Program Director at mark.bartlet@yahoo.com.

Colleges Removing Barriers For Metro-area Students

Last week's U.S. Department of Labor's "WIRED Kickoff Tour" in Kansas City was a huge success. As a result of OneKC Wired, KC-area community colleges are establishing a committee to recommend waiving out-of-state tuition fees for certain occupational programs for KC metro-area college students to attend schools across the state line while paying in-state tuition rates. This approach hopes to remove barriers that would otherwise prevent individuals from joining the high-growth, high-demand industries that the initiative supports.

Cerner, Epiq among 100 Fast-growing Tech Firms Says the Midday Business Report

Business 2.0 magazine has chosen Cerner Corporation and Epiq Systems Inc., two Kansas City area companies, as two of the fastest growing companies in the country. Cerner, based in North Kansas City, was ranked No. 42, up from 43rd a year ago and Epiq, a Kansas City, Kan.-based company, rose to No. 60 from 78th a year ago. [Read more...](#)

Solae Headquarters to Move to CORTEX

Solae, a soy ingredient producer with headquarters in downtown St. Louis, has announced its move to the Center for Research Technology and Entrepreneurial Exchange (CORTEX), with a new \$40 million facility in Midtown. Soy protein ingredients for a variety of products, including energy bars, beverages and dietary supplements are made by Solae. More than 50 percent of the world's isolated soy protein food-ingredient market is produced by Solae. [Read more...](#)

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[Missouri Enterprise Business Assistance Center](#)

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World Trade Series 2006: Doing Business With Australia

In 2005, Australia was the 10th largest market for Missouri export goods and total exports from Missouri to Australia were valued at \$223 million. Missouri's highest percentage of exports in 2005 to Australia included chemical

manufactures, machinery manufactures and transportation equipment. In January 2005, the United States and Australia concluded a comprehensive free trade agreement, which reduces tariffs, gives Missouri an average 5% price advantage over international competitors and removes foreign investment screening for a range of activities. On June 12, the International Trade Council of Greater Kansas City is presenting an informative look at Australia, including a wine tasting featuring Trentham Estate Wines, New South Wales, Australia. [Read more...](#)

Indian Government Has Approved Monsanto Venture Cotton Hybrid

New cotton gene hybrid varieties including some developed by Monsanto Co. have been approved in India. It is reported that the use of hybrids is expected to boost India's cotton production by more than 16 percent in the first nine months of this year. Insect- and herbicide-resistant crops and other agricultural products are developed by St. Louis-based Monsanto Co. [Read more...](#)

**\$250 Million Russian Updates Are Planned for DHL**

DHL International Ltd., a delivery service company and UPS rival, is investing more than \$250 million in the next four years in strategic initiatives for Russia. The company, based in Plantation, Fla. serves more that 500 towns and cities across Russia and more than 220 countries and territories. DHL will introduce new technologies like new docking terminals and new personnel training. [Read more...](#)

Biotech Companies Are to Work Jointly

An alliance was formed between Cephalon Inc., of Razer, Pa., and Pharmacopeia, of Princeton, N.J., to jointly discover, develop and commercialize new therapeutic products. The alliance's primary objective is to identify active molecules and bring them forward to the clinical proof-of-concept stage, and then identify novel candidates for drug development in various therapeutic areas. [Read more...](#)



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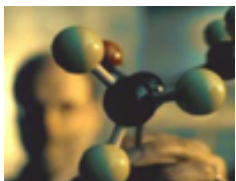
HEADLINE NEWS

Missouri Employment Reaches All Time High

With the creation of 49,300 jobs since Gov. Matt Blunt took office in 2005, the strong employment trend has continued to rise to 2,757,500 jobs - more jobs for Missourians than ever before in state history. In April, unemployment across the state edged up to 4.6 percent, just one-tenth of a point higher than March 2006, down from 5.5 percent since April 2005 and below the current national average of 4.7 percent. [Read more...](#)



Missouri's Biotechnology Industry in Limelight



Compared to Kansas, Missouri offers a variety of resources to compete in today's growing life sciences market. In Kansas City, there are a several groupings of life sciences organizations conducting invaluable research and information, which has provided numerous high paying jobs for residents. Moreover, Kansas City is one of Missouri's leaders in attracting new businesses and organizations looking to conduct research or open a new location. [Read more...](#)

Ethanol Benefits Local Farmers

One of the hot issues for 2006 is reducing America's dependency on foreign oil. With that in mind, Missouri's general assembly, with the support of the Governor, has passed House Bill 1270, which requires all gasoline sold in Missouri after January 1, 2008, to be an ethanol-blend containing at least 10% fuel ethanol. Due to the increase in demand for corn, farmers are pleased with the support from state and local officials for their agricultural products and the additional income gained by the fruits of their labor. [Read more...](#)



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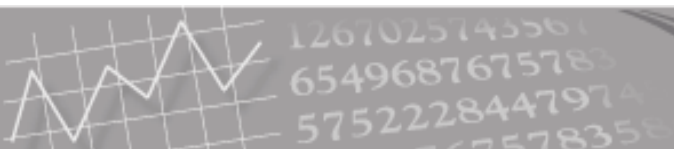
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Hispanic-Owned Businesses in Missouri



There were 3,652 Hispanic-owned firms in Missouri in 2002, according to data released from the U.S. Census Bureau's 2002 Survey of Business Owners. Firms were concentrated in the St. Louis and Kansas City areas. Some counties have a greater economic impact in terms of sales and receipts than others; St.

Charles County had fewer Hispanic businesses than Clay County yet had higher sales and receipts in 2002. [Read more...](#)

Summer Driving Forecast

With gas prices averaging \$2.87 across the country, Missouri's retail gasoline prices have remained among the lowest in the nation. According to the AAA Daily Fuel Gauge Report, Missouri trails only Oklahoma and South Carolina for the lowest cost per gallon of regular unleaded gasoline for June 6, 2006, at \$2.67. The cost per gallon is up nearly seventy cents from last year to date. [Read more...](#)



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New Funding Propels Pierce City Project

The plan to renovate the historic National Guard armory in Pierce City and convert it into a new home for the Clark Community Mental Health Center was in doubt until the city received confirmation from state and federal emergency-management authorities that \$900,000 in additional funding will be coming to get the project rolling. [Read more...](#)

**FOCUS ON
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Triumph Foods Adding Second Shift

Pork processor, Triumph Foods, will create 1,000 additional jobs by increasing production with a second shift at the St. Joseph facility. The plant opened in January and currently employs 1,300 people. Triumph is owned by more than 40 Midwestern swine producers and invested \$150 million in the St. Joseph facility. [Read more...](#)

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Progressive Pursuits Receives Tax Credits

Progressive Pursuits, Inc. will receive \$137,500 in state tax credits for the organization's Pursuit for Excellence project. The organization is expected to leverage up to at least \$275,000 in local contributions to help fund the project, which will provide instruction in oral and written communication to economically disadvantaged and underserved populations in the St. Louis City school districts. [Read more...](#)

State Grant Will Help Install a Storm Water System in Slater

The Missouri Department of Economic Development awarded a \$400,000 grant to the city of Slater on behalf of the School/Park Storm Water Project through the department's Community Development Block Grant Program (CDBG). [Read more...](#)

Libla Industries, Inc. to Expand in Poplar Bluff

DED has approved a \$500,000 industrial infrastructure grant through the Community Development Block Grant program for construction of a rail spur in the Poplar Bluff Industrial Park. The grant will help Libla Industries, Inc. expand and invest more than \$1.45 million, creating more than 50 new full-time jobs.

[Read more...](#)

State Incentives Assist Pacific Firm with Expansion

Bugeye Technologies Inc. is planning to invest more than \$1.1 million and create more than 22 new jobs with an expansion in Pacific. DED approved a \$400,000 Action Fund Loan for the city of Pacific which will be used for capital expenses. Bugeye Technologies manufactures displays and simulators for flight and driver training. [Read more...](#)

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GLOBAL NEWS

EDI Organizes Table Top Exhibition Scheduled for November 12- 17



EDI is organizing the 2006 Eastern Mediterranean Table Top Trade Show (EMTTTS) which will provide an opportunity to U.S. exporters in the health, medical and life sciences sectors to travel to the region, meet with potential importers and representatives during pre-arranged appointments, visit three countries (Jordan, Israel & Turkey) and hold face-to-face meetings in a hotel meeting room, all at a fraction of the cost of renting booth space at a trade show. The event is being organized in cooperation with American State Offices Association (ASOA) and the US Commercial Service in each location. [Read more...](#)

Israeli Economy Beats Forecasts With 6.6% Growth in Q1

Israel's economy is booming. Economic growth passed even the most optimistic of forecasts in the first quarter of 2006: GDP grew by 6.6% in annualized terms, according to information released by the Central Bureau of Statistics. Israel's gross domestic product has been accelerating since the third quarter of 2005. Spending is also on the rise. Private consumption shot up by 14.6% in the first quarter of 2006, following a 5.6 percent increase in the previous quarter. All of this news bodes well for U.S. exporters interested in taking advantage of this growth. [Read more...](#)



Bristol-Myers Selects Massachusetts for Bio Plant



Global pharmaceutical giant, Bristol-Myers, has selected Massachusetts for its \$1.1 billion, 550-job biomanufacturing facility. The company will build a 750,000 square-foot plant on an 85-acre site at the former Fort Devens U.S. Army Base. Bay State legislators have introduced a bill to waive height restrictions for the project and commit up to \$20 million for infrastructure improvements at the site. [Read more...](#)

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HEADLINE NEWS

Missouri Revenue Continues to Increase



The State office of Administration released a report this month illustrating the net revenue growth for the state. Administration Commissioner, Mike Keathley, said that the higher than expected returns show that efforts to turn the state's economy around have been successful. [Read more...](#)

AT&T Invests \$28 Million in Missouri

In the \$28 million planned expansion by AT&T, cities of Portage des Sioux, Lancaster, Downing, Edina, Clarksville, Higbee, Marston, Pierce City, and LaMonte will receive DSL services for the first time.

AT&T also announced that it will expand current DSL services to several cities, including Kansas City and St. Joseph, who offer limited DSL access. [Read more...](#)



Small Businesses in Missouri Receive Health Insurance Benefit



With 21.85 of the state's workforce employed by small businesses, Legislators worked this session to provide an affordable healthcare option to employers. House Bill 1827 passed this legislative session that will benefit an estimated 200,000 employees and save companies 20-50% in health insurance costs.. [Read more...](#)

Missouri Tax Credits Attract Investments by Major Firms

According to the St. Louis Business Journal, "An additional five companies that include Missouri in their target areas for development received a total of \$443 million in federal allocations of New Markets Tax Credits. [Read more...](#)



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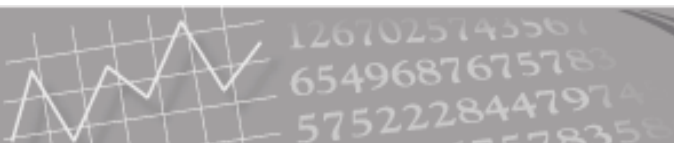
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Young Missourians, Young Missourians, Where are the Young Missourians?



Call them yuppies, call them Gen Xers, 25-34-year olds are critical to the overall health and future of a region's economy. Regions with larger shares of this population will, in general, also have relatively more entry-level jobs and more affordable housing. How well does your county stack up? [Read more...](#)

Can MERIC Help with Affirmative Action Planning? Affirmative!

Labor market information can be invaluable to affirmative action planning. You can now compare the demographic characteristics of your county or metro area's population or employment in particular occupations to your own workforce. This information was previously available only in hard copy. [Read more...](#)



FOCUS ON COMMUNITY

Missouri Chamber of Commerce Education Foundation Receives Tax Credits

Missouri Chamber of Commerce Education Foundation will receive over \$75,000 in state tax credits for the foundation's Missouri Scholars project. The organization is expected to leverage up to at least \$151,800 in local contributions to help fund the project, which will engage Missouri employers in the effort to challenge high school students to master a set of academically rigorous courses that will better prepare them to succeed in college, in the workplace and in life. [Read more...](#)

FOCUS ON WORKFORCE

Missouri Employer Committee - A Partnership that Works

The Missouri Employer Committee (MEC) is a network of employers interested in HR-related issues. There is one State Steering committee and 32 local committees that are located across the State of Missouri. This involves nearly 5000 employers statewide.

The local committees evaluate services on a local level, giving guidance and direction to local One-Stop Missouri Career Centers. The State Steering Committee serves as an advisory board for the Department of Economic Development, Division of Workforce Development and the Department of Labor and Industrial Relations. The Steering Committee, comprised of

FOCUS ON BUSINESS

KC Ranked 18th for Environmental Impact in Survey

According to SustainLane.com, Kansas City was ranked 18 among 50 cities, for its ability to grow and carry on everyday life while conserving the environment. Characteristics such as the quality of air and drinking water, public transit and use of renewable energy sources were included in the ranking. Last year, Kansas City was not in the ranking. [Read more...](#)

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Aim High St. Louis Receives Youth Opportunities Tax Credits

Aim High St. Louis will receive over \$117,000 in state tax credits for the organization's Aim High St. Louis project. The organization is expected to leverage up to at least \$235,000 in local contributions to help fund the project, which will improve academic development, self-esteem and appreciation of cultural heritage. [Read more...](#)

State Grant to Improve Bridge in Montgomery County

The Missouri Department of Economic Development awarded a \$400,000 grant to Montgomery County on behalf of the Montgomery County Short Road Project. The state funds, granted through the department's CDBG program, will assist to replace the Short Road Bridge and improve the safety of the facility. [Read more...](#)

volunteer business leaders from a cross section of the state, help identify critical workforce issues and provide recommendations to strengthen the entire workforce system. For more information www.ded.mo.gov/wfd/mec

State steering committee members pictured below:



Deals of \$1.3M signed By Datotel

Datotel has recently signed several new contracts that will add more than \$2.3M in revenue and bring the facility to 52 percent. Datotel's \$7 million facility in downtown St. Louis will be used by Tripos, Interplex and Qaddisin. St. Louis-based Datotel LLC provides information technology services, including monitoring, managed services, collocation, outsourced IT infrastructure and in-sourced sharing of IT resources. [Read more...](#)

Science Education Grant of \$1.6M Won By Washington U

A \$1.6 million grant to Washington University in St. Louis will support programs that make undergraduate science more engaging. Washington University in St. Louis is a private teaching and research university. [Read more...](#)

[Betterment](#)

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GLOBAL NEWS

Record 40% of Market Goes to Asian Cars



With gas prices rising, Asian cars are gaining on the market again. Thirty years ago, Asian cars became popular with American buyers when gas prices rose and long lines formed at the pumps.

Compared with May 2005, sales of fuel-efficient vehicles like Toyota Corolla, Honda Civic and Hyundai Sonata rose 20 percent or more. Several American auto companies have been offering gasoline discount cards as an incentive to customers to buy.

Canada's Cost Competitiveness Edge

Canada is maintaining a business-costs advantage over the United States and other industrialized nations. "Competitive Alternatives: KPMG's Guide to International Business Costs, 2006 Edition" was released recently. The Guide looks at business costs across four industry sectors: manufacturing, software, research and development and corporate services. Canada has continued to rank first among the core countries within the study. [Read more...](#)



Truvox International Acquired by Tacony Corporation



TTacony Corporation, located in St. James, Mo., has agreed to acquire the Truvox International Ltd. Company of Millbrook, Southampton Hampshire, U.K. Since both companies manufacture floor care equipment, the acquisition should enhance both companies global distribution. The value of the deal has not been disclosed. See complete article at: <http://www.ded.mo.gov/upload/Tacony.pdf>

[ded.mo.gov/upload/Tacony.pdf](http://www.ded.mo.gov/upload/Tacony.pdf)

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June 23, 2006

HEADLINE NEWS

Governor Unveils DREAM Initiative



On Monday, Governor Blunt kicked off a two-day tour announcing the Downtown Revitalization Economic Assistance for Missouri Initiative. Under the DREAM Initiative, six to ten cities a year redevelop their downtown areas to attract new businesses, jobs, and opportunities for area residents. [Read more...](#)

Kansas City Named All-America City

For the sixth time, Kansas City received the All-America City Award through the National Civic League. The All-America City award is America's most prestigious community recognition award. During the competition, presenters from Kansas City chose to highlight three major programs: downtown's renaissance; Operation Breakthrough; and the Westside Community Action Network Center, a neighborhood and community policing organization. [Read more...](#)



St. Louis Business Journal Recognizes Greg Steinhoff as Legislative Award Winner



Department of Economic Development Director Greg Steinhoff was the first non-elected person ever to receive a legislative award from the *Business Journal* for his dedication to improving the state's economy. During his time with DED, Director Steinhoff has worked to promote the Quality Jobs Act; helped reform eminent domain, tort, and workers' compensation; and spearheaded efforts to attract \$1 billion worth of investment from DaimlerChrysler. [Read more...](#)

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Mexico City, Centro Banamex

July 11, 2006

[International Ocean & Air Transportation](#)

A Chancellor's Certificate in International Trade Course

FEMA Assists Caruthersville with Recovery

In April, Governor Blunt called on FEMA to implement a federal ESF-14 Task Force to further aid Caruthersville after the terrible tornado in March that left several residents without homes. Upon receiving approval, Governor Blunt and FEMA partnered to staff a team of housing specialists, planners, and recovery specialists to effectively facilitate a strategic recovery plan.



FEMA's Long-Term Recovery Planning Team is currently working with the community through a series of specific group meetings and open public hearings to determine the current needs and the desires of the community for the recovery efforts. The plan will be used to identify priority projects and pull together the resources needed to complete them, and is anticipated to be completed by mid-July.

[Read more...](#)

July 12, 2006

[Developing an International Marketing Plan](#)

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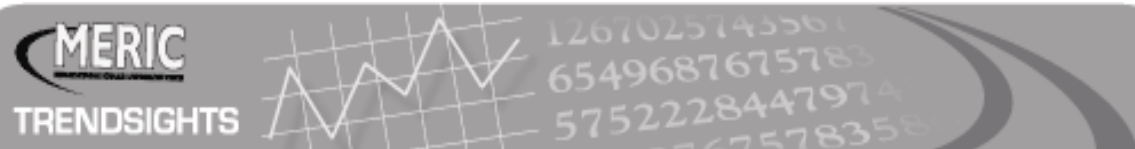
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Registration form now available!

PAST ISSUES

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Black-Owned Businesses in Missouri



Missouri had 16,750 black-owned firms in 2002, according to the U.S. Census Bureau's Survey of Business Owners. Firms were generally concentrated in metro areas; far more so in the St. Louis than the Kansas City area. Statewide, black-owned firms accounted for almost 4 percent of all firms in 2002 while the latest Census estimates put the percentage of blacks statewide at over

11 percent. [Read more...](#)

Third Quarter Employment Outlook: "Conservative"

Missouri's employment picture is fair to good for the third quarter of 2006, says a Manpower Inc. survey. The staffing firm reports 61 percent of Midwestern employers surveyed said they expected no change in staffing, 28 percent expected to increase and 6 percent to decrease employment - a more conservative hiring outlook than in the Northeast, South or West. Midwestern job seekers in durable goods manufacturing, education and public administration have the brightest prospects, says the survey. [Read more...](#)



Butler County Community Resource Council Receives Tax Credits

Butler County Community Resource Council will receive \$30,000 in state tax credits for the council's Missouri Mentoring Partnership project. The organization is expected to leverage up to at least \$60,000 in local contributions to help fund the project, which will provide jobs and mentors to the area youth-at-risk, who, in turn, need positive employment experience, mentoring within the workplace and continuing emphasis on education. [Read more...](#)

Teach for America Receives Youth Opportunities Tax Credits

Teach for America will receive over \$161,000 in state tax credits for the organization's Growing Our Impact in St. Louis project. The organization is expected to leverage up to at least \$322,000 in local contributions to help fund the project, which will provide St. Louis' most disadvantaged students with teachers who exceed traditional expectations to ensure that their students attain significant gains in academic achievement. [Read more...](#)

Missouri Employer Committee - A Partnership that Works

Rod Chapel, newly-appointed Director of the Department of Labor and Industrial Relations was a welcomed guest at the Moberly and Kirksville Career Centers June 9. Chapel was given a tour of the Career Centers, as well as being introduced to Career Center staff. He met with Clarice Young, Regional Manager; Sharon Hays, NEMO WIB Director; Steve Moore, Moberly Career Center Supervisor; Cathy Collop, Kirksville Career Center Supervisor; Debbie Boughton, Kirksville Area Chamber of Commerce and J.W. Ballinger, Moberly Area Chamber of Commerce. to learn about the operations of the Career Centers.

Mr. Chapel presented information on the new on-line USTAR process (www.ustar.dolir.mo.gov). The Division of Employment Security is encouraging businesses to use this new on-line Unemployment State Tax Automated Reporting system. This system provides for the filing of Quarterly Contribution and Wage Reports and submitting of Electronic Funds Transfer (ACH Debit) payment. To get the word out on this new endeavor, the Division of Workforce Development will pass the USTAR information on to business members of their Missouri Employer Committees

DaimlerChrysler's Supplier Brings a Billion-Dollar Expansion to Fenton

Troy Michigan-based HBPO North America is locating an assembly plant in the St. Louis area and bringing 100 jobs. At the Cassens Business Park, immediately east of Chrysler's North and South assembly plants, HBPO North America has leased 59,000 square feet of space. [Read more...](#)

Nearly \$50.6M Will Be Given to Health Foundations

The Health Care Foundation of Greater Kansas City and the REACH Healthcare Foundation, two metropolitan-area health foundations, will receive nearly \$50.6 in July from the board of Community Health Group, the successor to Health Midwest. Ronald Goldsmith, board chairman of Community Health Group, said, "Our board of directors and staff have worked hard to operate CHG in a manner resulting in additional funds for the benefit of the community. This distribution is further evidence of the success of our efforts." [Read more...](#)

February 2006 Missouri Focus Issues

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[Missouri Enterprise Business Assistance Center](#)

State Grant to Fund Repairs of Building in West Plains

DED awarded a \$250,000 grant to the city of West Plains on behalf of the Downtown West Plains Incubator Project. The state funds, granted through the department's CDBG program, will assist to eliminate the blighted and unsafe conditions of the building. [Read more...](#)

(MEC); as well as to all area Chambers of Commerce in the Northeast Region.



L. to R. - Clarice Young, DWD Regional Manager; Rod Chapel, DOLIR Director; and Debbie Boughton, Kirksville Area Chamber of Commerce.

State Tax Credits Assist Loren Cook Co. Expansion

DED has approved enhanced enterprise zone status that will provide up to \$639,520 in state tax credits to Springfield's Loren Cook Co. The industrial and commercial fan and blower manufacturing company plans to create 74 jobs with average salaries of \$30,160 as a result of its \$10.6 million expansion of the 2707 N. Barnes plant in Springfield. [Read more...](#)

[Missouri General Assembly](#)

[Missouri Chamber of Commerce and Industry](#)

MISSOURI
DEPARTMENT OF ECONOMIC DEVELOPMENT

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GLOBAL NEWS

Internationally Known Economist Joins UMKC



David Audretsch, economist and specialist on entrepreneurship, has accepted a position as the Henry W. Bloch/Missouri Endowed Chair in Entrepreneurship and Innovation and will have a leadership role at the Henry W. Bloch School of Business and Public Administration. Audretsch, from Indiana University, has published 30 books, is co-editor of Small Business Economics and has researched links among entrepreneurship, government policy, innovation, economic development and global competitiveness.

[Read more...](#)

(Photo courtesy of IU Photographic Services © Indiana University)

Garmin Ltd. is Top of Market-Share List

Based in Olathe, Kansas, Garmin's portable navigation products for automobiles dominated the market in May at 47 percent share compared to Sony's 2 percent share.

Garmin's \$800 Nuvi and \$500 StreetPilot330 were the best-selling products.

[Read more...](#)



Springfield Company Has 3,000 Client List



When Johnston Industrial Supply Co. opened in 1968, the company sold industrial supplies to only a few local Springfield companies. This year, the company has more than 3,000 customers, represents more than 2,500 manufacturers with more than 16,000 items and ships to clients across the United States. The company's growth continues and expands with automation and software applications and in the field of aviation. [Read](#)

[more...](#)

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or email:
missourifocus@ded.mo.gov

FOCUS

Missouri

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June 30, 2006

HEADLINE NEWS

DREAM Initiative Unveiled



Gov. Blunt's Downtown Revitalization Economic Assistance for Missouri (DREAM) will help six to ten cities get the money they need to redevelop their downtowns. The program seeks to attract private investment and business ventures through state programs and incentives. Many distressed downtown areas can thus be revitalized, providing additional revenue and career opportunities. [Read more...](#)

Missouri's Economy Continues to Expand

Creighton University's Business Condition Index for Missouri shows that Missouri's economy continues to expand. May numbers marked the fifth straight month of increases in the state's index number. [Read more...](#)



Missouri Unemployment Continues to Fall



The strong employment trend has continued to rise to 2,757,500 jobs in April - more jobs for Missourians than ever before in state history. And while the statewide job creation trend seems to rise, local market conditions also improved seasonally in most areas of the state in April. [Read more...](#)

DaimlerChrysler Named for Best Automaker Announcement

Southern Business & Development magazine has named the Fenton DaimlerChrysler plant as the Best Automaker Announcement and the Best Deal in Missouri in the magazine's "2006 SB&D 100" listing. SB&D selects its best deals from companies making public commitments of 200 jobs or more and/or \$30 million in investment or more. Holcim was also included in the list for the Best Deal Announced by a Swiss Company. [Read more...](#)



COMMUNITY

WORKFORCE

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UPCOMING EVENTS

July 11, 2006

[Understanding International Ocean & Air Transportation](#)

A Chancellor's Certificate in International Trade Course

July 12, 2006

[Developing an International Marketing Plan](#)

An Export Readiness Program

July 12 - 14, 2006

[PAACE Automechanika](#)

Mexico City, Centro Banamex

July 12 - 14, 2006

[International Modern Hospital Show](#)

Tokyo, Japan

July 15, 2006

[The Greater Kansas City Not-for-Profit Job Fair](#)



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Fun Fourth of July Stats



How many Americans were living in Missouri in 1776, and how many are living here now? Which Missouri counties lead in production of the beef and corn on the cob sizzling on the grill? MERIC presents some fun stats to entertain and amaze your barbecue guests. [Read more...](#)

Gross State Product Keeps Rising

Missouri's Gross State Product (GSP) totaled \$216 billion in 2005, says the U.S. Bureau of Economic Analysis - 20th largest among the states. The percentage change in real Missouri GSP growth from 2004 to 2005 was 3.4 percent, just below the U.S. average of 3.5 percent. Missouri's GSP has been rising steadily since 2001.

[Read more...](#)



FOCUS ON COMMUNITY

Judevine Center for Autism Receives Tax Credits

The Judevine Center for Autism will receive over \$49,900 in state tax credits to help fund the Asperger's Project. The center's Asperger's Project will target the specific social and communication issues that are prevalent among youth with Asperger's syndrome and provide comprehensive services needed by youth with the Asperger's Disorder and high-functioning autism. [Read more...](#)

FOCUS ON WORKFORCE

Missouri 6-in-1 Poster Now Available

Various state and federal laws require employers to display certain posters to inform employees of key provisions in the law. In an effort to assist the employment community, the Division of Workforce Development developed the Missouri 6-in-1 poster, at the prompting of Frank Alaniz, supervisor at the St. Louis Central - Career Center. This idea was actually developed by other private entities at a cost to employers, however by designing a state version of these required posters and offering them as an extension of Workforce Development's Business Services; it provides an outreach tool to our Business Services Teams and the Missouri Career Centers around the state.

FOCUS ON BUSINESS

Chillicothe Pulls Together for Growth

Chillicothe business leaders have pulled together to fight a declining population and create economic opportunities in their community. In 2003, they successfully saved the women's prison, a significant local employer, from closing and have since received a commitment from the state to build a new women's prison. [Read more...](#)

Maritz Hiring 200 for Call Center

Fenton-based Maritz Inc. is hiring 200 customer service representatives to work in its recently renovated call center facility. The call center reps will answer incoming calls and assist customers with redeeming merchandise, travel, and gift certificates along with experiential

July 18, 2006

[Understanding Asian Cultures](#)

A Chancellor's Certificate in International Trade Course

July 19, 20, & 26
(Three-part series)

[Developing and Implementing an International Business Plan](#)

August 1, 2006

[WTC Merger Celebration & Networking Reception](#)

August 1 & 2

[2006 Missouri Grants Summit](#)

September 11 - 12, 2006

[Trade Mission to Central Canada](#)

September 25 - 27, 2006

[Governor's Conference on Economic Development](#) *Registration form now available!*

PAST ISSUES

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[May 2006 Missouri Focus Issues](#)

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QUICK LINKS

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Sally S. Levy Opera Center Receives \$500,000 Donation from A.G. Edwards

A \$500,000 corporate gift to the Building for Opera campaign at Opera Theatre of St. Louis was given by St. Louis-based A. G. Edwards & Sons Inc. A rehearsal hall, which can accommodate a full opera rehearsal, including members of the Saint Louis Symphony Orchestra, will be named after the firm. [Read more...](#)

State Grant Will Help Preserve Affordable Housing in Pilot Grove

The Missouri Department of Economic Development awarded a \$165,329 grant on behalf of the Pilot Grove Senior Housing Modernization project. The state funds were granted through the department's Community Development Block Grant Program (CDBG) and will be used to renovate the exteriors and interiors of 28 affordable housing units in the city. [Read more...](#)

DWD South Central Region Business Representative Andy Zorn says, "The 6-in-1 posters prove to be a good tool for getting the attention of our potential business customers and initiating further discussion about our programs and services. It is a great, tangible example of the value we offer to businesses, and helps keep our name on the top of their minds."

Mark your calendars!

The 2006 Governor's Conference on Workforce Development will be held October 11-13. Over 900 people attended last year's conference. Don't miss your opportunity to network with other workforce professionals from across the state. Details on sponsorship, exhibits, speakers and registration will be coming soon. Please visit the [Workforce Development](#) web site for new information as it becomes available.

awards using their earned program points. [Read more...](#)

KC Business Execs Receive Entrepreneur Awards

Five Kansas City businesspeople won awards for the Midwest region in the Ernst & Young Entrepreneur of the Year program. Adam Bold, founder of The Mutual Fund Store LLC; Scott Lynn, CEO of Adknowledge Inc.; Scott Coons, President and CEO of Perceptive Software Inc.; Bill Sullivan, Chairman and Tom Holcom, President of Pioneer Financial Services Inc.; and the late Ewing Kauffman, founder of the Ewing Kauffman Foundation were all winners. [Read more...](#)

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GLOBAL NEWS

NuComm Announces Wichita Location



Canadian-based NuComm International has announced plans to open a 375-job call center in Wichita that will be operational by August 1. The company chose Wichita for its first United States call center because of the city's telecom infrastructure, population base and availability of an existing facility. Patrick French, president of the Greater Wichita Economic Development Coalition, also credited "quick assistance" from the Kansas Dept. of Commerce in helping NuComm make its decision. [Read more...](#)

Illinois Incentives Bring Deal to Quad Cities

Missouri-based Triumph Foods is planning to build a new hog processing plant in East Moline, Ill. that will create about 1,000 jobs with a possibility of 2,900 spin-off and construction jobs in the Quad Cities area. The company will invest \$135 million to construct the 620,000-square-foot facility. [Read more...](#)



Indiana Creates VC Fund to Promote Entrepreneurship



Indiana Governor Mitch Daniels recently announced the creation of a new \$105 million venture capital fund that will draw on resources from Indiana's Public Employees Retirement Fund (PERF). The Indiana Investment Fund I will target investment opportunities in the \$1 to \$15 million range and more than doubles the investment capital currently available in the Hoosier state. [Read more...](#)

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